

"MADE IN GERMANY" SIGN TO BE BARRED IN FUTURE

Roy F. Soule Says It Is Up to Buyers to Protect America From Hun-Made Goods Even if Sent Over Without Identifying Mark.

Why America and the other civilized nations of the earth cannot trade with the Hun after this war is over is vividly shown by Roy F. Soule, editor of the *Harvard Age*, in an address delivered before the conference of the Southern Retail Merchants' Association held here last week.

Reviewing German atrocities from the time "poor, brave, outraged little Belgium" was invaded by the frightful hordes until today, he concludes with the declaration that "some distant day, when the German Crown Prince has taken a German-made aluminum saucepan and baled the Atlantic Ocean down to where the victims of German submarine warfare lie on dry land, we may forget, but until that time—no more German or Austrian-made aluminum in any form."

The text of the address follows: The other night one of General Pershing's boys went out into "no man's land." He didn't come back. Three hours later a searching party went out to find him. That boy had been killed and his body backed to bits. His comrades gathered up the remains and brought them back in a sack. That young American was chopped to pieces with German cutlery. Before the war we bought \$2,000,000 worth of German pocket cutlery each year.

In the past three years American factories have vastly increased their output of pocket knives. Patterns have been simplified; quality has been improved; an American industry has been encouraged and developed; "Made in Germany" on a knife blade carried an American pocket has become but a disastrous memory.

Shall we be customers of these blood-stained butchers after the war? I hardly think so, but it is up to you, Mr. Buyer.

A captured British officer was recently found with his throat cut from ear to ear. This brutal job had been done with a very keen-edged instrument. It was not the work of a trench knife. The ghastly wound looked as though it had been made with a razor. It probably was. Before the war we imported annually \$500,000 worth of razors from Germany.

Since the war began razor factories in the United States have enjoyed a greatly increased business. Their employees are well paid, contented Americans. This industry must be perpetuated. German competition in the days to come should suffer a handicap in proportion to German crimes of the past.

When the dove of peace lights in the pool of blood, shall we go buying German razors? It doesn't seem possible, but, Mr. Buyer, it's up to you.

HIDEOUS MUTILATION OF CANADIAN RED CROSS NURSES

Two Canadian Red Cross nurses outraged. Their hands chopped off, and their tongues cut out, they might never tell the hideous story of the frightful wrongs perpetrated upon them. In America hundreds of thousands of Red Cross workers are using shears and scissors to make bandages. Before the war we bought 600,000 dozen shears and scissors from the central powers annually. American factories making shears and scissors are busy places now, and they are making very good shears and scissors. After the war, German or American? Mr. Buyer, it's up to you.

Belgium, poor, brave, outraged little Belgium! When Germany threw to the winds a treaty she termed a "scrap of paper," she not only shredded her contracts that will never be pasted together again. America has fed starving Belgium. We fed, and clothed and cared for her suffering people long before we became her proud ally on the battle fields. Thousands of orphaned Belgian and French children have been adopted into American homes. In the days to come are we going to force these children to play with German-made toys? God forbid! American toy manufacturers have stripped us of the last vestige of an excuse for the purchase of toys from the Huns. Our factories are making more toys than we ever imported, and they are not the flimsy jim-cracks we formerly bought from abroad. They are largely exercise toys which develop a child's body, or mechanical or structural toys which train the mind. Before the war we imported \$3,000,000 worth of toys from the central powers. Who will make our kiddies' toys in the days to come? Once more, Mr. Buyer, it's up to you.

SEA WOLF PREYS UPON AGENTS OF MERCY ON HIGH SEAS

A few weeks ago the Llandovery Castle, a Red Cross hospital ship, was

sunk by a German submarine. That great ship was fully equipped to care for wounded, suffering soldiers. Its only passengers were doctors and nurses. It was marked with a great red cross made of red electric lights. The sides of that ship were illuminated, showing for miles away the character of the vessel. There was no possible chance of mistaking the Llandovery Castle for anything but a hospital ship. And then, they deliberately torpedoed that ship and took American doctors from open life-boats and abused them. The shock of this distinctly brutal act was a little softened by the fact that we have been pretty well trained to expect such atrocities from the Austrians and Germans, who have deliberately shot our doctors, outraged our nurses, bombed our hospitals and destroyed other hospital ships. It is Kultur spelled with a "K."

Before the war we imported from the central powers practically every surgical instrument used in America, not because we couldn't make them, but because the volume of such business was comparatively small and the Germans made a specialty of hand-made surgical tools. The other day I was in a hospital. I saw the set of surgical instruments adopted by the medical chief of our army. Practically every instrument could be readily made by any of our plier manufacturers, and the orders are running into such quantities that they will be stamped out as American-made pliers. In the days to come will these American surgeons who are seeing and caring for the thousands of victims of Hun atrocities ever permit themselves to forget so easily the purchase of a surgical instrument made in Germany? Never! The memory of those doctors and nurses who lost their lives in the Llandovery Castle murder cry in protest against the thought. The German may ship their instruments over here without identifying marks. Not if true Americans are in the purchasing department. Is Germany's surgical instrument business in America? Mr. Buyer, it's up to you.

KITCHEN ENAMEL WARE

MADE IN GERMANY Before the war we imported annually millions of dollars' worth of kitchen enamelware from Germany and Austria. These utensils were used in the kitchens of American homes.

Before the war American manufacturers had great quantities in the manufacture of enameled wares. Their goods were favorably known in every State in the union, yet in almost every American town there was a line of heavy-coated colored wares and of white enameled wares came from the central powers. The blockade against their shipping quickly broke these foreign-made stocks and the odds and ends were cleared up with special sales. Complete lines of enameled wares in our factories have been placed there. Will German and Austrian enameled wares go on to our shelves again when the Kaiser and his Prussian war maniacs are whipped? Will we swallow the story that all the Germans were forced into their atrocious war with absolute proof that the Bavarians worked single handed and in apparent glee at many of these hellish outrages? It would seem that a good American would starve rather than feed his lips with food from a German utensil. That's the way it looks; but after all, it's up to one single class of Americans, over whose doors are lettered the big word, buyer.

BURNED HOSPITAL FILLED WITH 200 INSANE INMATES

Postal cards. We have used millions of them to say a brief hello to the folks at home when we were on the road. Postal cards, holiday greetings, postal birthday congratulations, postal cards that could be written quickly and mailed with ease when pleasure or business, magnetlike, speeded the use we made of our time. For the past three years postal cards have frequently told brief stories so direct in their wording that the full shock of their horror, equalled or excelled those telegrams from the War Department which are bringing home to us the price we are paying for democracy.

Imagine a postal card telling that your son had lost his third finger, deliberately cut from his hand that a Hun might become possessed of the ring he wore.

Picture the postal that told you of the burning of an asylum at Obourg, Belgium, and of the frightful death of the 200 insane women who were being cared for in that institution.

Another mail and the postal that tells of the women and children at

WHIST WATCH THAT SOUNDS HEART BEATS OF DEAD SON

In a little French village well within hearing of the incessant boom of the Kaiser's cannon, Isaac Marcossion, that great American writer, applied for lodging one night at the cottage of an old French woman. She greeted him courteously, but before she asked him to sit down took him to the side of her fireplace and pointed to the wall. Pinned to a little French flag were three little metal tags with the identification numbers of her three sons. Below each tag was pinned the French Croix de Guerre. As Marcossion stood at salute, paying his silent tribute to the immortal dead, and to this brave old lady's supreme sacrifice, he took from the mantel a French wrist watch. Her last boy had worn it until a German grenade had ended his brave effort to stem the unprovoked invasion of the land he loved better than life. One of his comrades had taken that watch from his wrist, wound it up and sent it back to the old mother in the village back of the Marne. It was still running when it was put into her trembling hands. To her the ticking of that watch, said Marcossion, is the beating of that boy's heart, and as it registers the passing of time it is also registering the passing of a cruel power that has been allowed for half a century to prepare colossal for the brutal domination of the world. Is this just another story to tug at your heart strings? You're right, it is. Before Germany and Austria turned loose their hellish hordes, we imported annually from them over \$1,000,000 worth of clocks and watches.

Millions of graves have been filled with brave young men who were alive, happy and ambitious three years ago. The wrist watches of many of those boys have come back with their little tin tags. There is no necessity for us to buy timepieces from these people, who have so financially and treacherously caused the death of the flower of this century's manhood. There are plenty of good clocks and watches manufactured right here at home, and in the days to come keep that in mind. Mr. Buyer, you are going into the front-line trenches to protect us from such merchandise. In the name of that old French mother, watch your step!

Before the war, musical instruments, gramophone records, player-pianos; yes, we bought a lot of them from Germany and Austria. Stop it, Mr. Buyer. Stop it for all time. We have the right to expect it of you.

And the barred wire of no man's land separates us from those soldiers. Over 200 miles of such entanglements on the western front. Recently the Kaiser's factories put out a new wire containing a lot more carbon than had been previously used in the manufacture of such product. There wasn't a single-handed plier in the American army that would cut it. Word of the improvement came to us in America with samples of the wire. The problem was put up to twenty-six patriotic plier manufacturers, who met in

NEW YORK WITH A WELL-KNOWN YOUNG ARMY OFFICER

Every manufacturer present threw his patents on the table and said to the other, "Help yourselves." One week later those plier manufacturers met again and brought with them five American-made single-handed pliers that cut the Germans' new wire with ease. The answers are beginning to come in, and those far-flung entanglements are going to be cut just as surely as the ever-increasing forces of Americans are going to be in on the killing. The armies of the central powers have passed their meridian. From now on they are going to taste some of the defeats they have inflicted.

But we were speaking of pliers. Before the war they were selling about \$200,000 worth of pliers in the United States each year. Goodbye, pliers! Those American plier manufacturers who produced the tools to cut Germany's high-carbon wire are going to get what they are entitled to.

TOURISTS GIVE WAY TO RED CROSS MOTORISTS

Many Americans have motored over quaint, picturesque old France and through the busy, thrifty, interesting little Kingdom of Belgium. Many are motoring there now, driving or riding in conveyances branded with the Red Cross, which is respected by all allied armies and disrespected by those hellhounds of the central powers. These motors roll on rubber-tired wheels. Gives us another thing to think of, rubber, made here in the United States, hose, gloves, tires and a hundred common items of commerce. Before the war \$3,500,000 of our money found its way to Germany each year to purchase rubber goods. After the war—well, we will ride those battle fields on more rubber tires to pay our tribute to those brave men who fought and died there. We will visit those towns where Germany and Austria mocked God and shook their mailed fists in the face of civilization. But we won't ride on German-made tires, and here at home "Made in Germany" on a thing of rubber will rob it absolutely of any commercial value. Keep it out. We don't want it now, and we won't want it then. Mr. Buyer, it's up to you!

There's no excuse for that when peace comes to cast a gentle mantle over a world so horribly treated. No, not a bit of it. America has uncovered too much aluminum. American manufacturers have come into their own, and we are going to keep them there.

Some distant day, when the German Crown Prince has taken a German-made aluminum saucepan and baled the Atlantic Ocean down to where the victims of German submarine warfare lie on dry land, we may forget, but until that time no more German or Austrian-made aluminum in any form. And still, Mr. Buyer, it's up to you!

HAMBURGER LIBERTY STEAK

Patrons Objected to German Inference in Old Name, and Suggested Patriotic Cognomen.

PEORIA, ILL., August 17.—"Liberty steaks" have supplanted hamburgers in restaurants here. Patrons objected to the German inference in the old name, and suggested the more patriotic cognomen. Proprietors readily adopted it.

Good boarding places are advertised every day in The Times-Dispatch Want Ads.

WORLD MUST BE BETTER THAN BEFORE WAR BEGAN

Lord Robert Cecil Says That International Revictualizing Commission Forms Nucleus of League of Nations—Mankind's Greatest Opportunity for Statesmanship.

(By Associated Press.)

LONDON, August 17.—Lord Robert Cecil, Under-Secretary of State for Foreign Affairs, speaking recently at a government dinner in celebration of the fourth anniversary of the establishment of the international commission on revictualizing, said he believed the commission formed the nucleus of a league of nations.

He said he would not venture to speak of all the United States had done, and is doing, in the matter of supplies, but he was satisfied they had thrown their whole heart and soul into the contest.

R. B. Stevens, of the United States Shipping Board, assured the diners that enough shipping would be available to win the war. He paid tribute to Italy's splendid victory over the Austrians.

During his address Sir Robert said: "We now are not only in the alliance with the greatest partnership of nations, but we are engaged in the greatest enterprise taxing the energies of mankind. All the suffering and all the great strain on our resources can be met only by the complete pooling of them."

"Great Britain and America have not suffered like some of the allies. They have been spared the misery of invasion and the sight of their fairest provinces trampled by the cruelty of tyrannous enemies. That only means that we must redouble our efforts in the common cause. Every one knows we have not spared our blood, money, trade and shipping, and we are not going to spare them. All these things we are bound to do in the common cause. All these things we will do."

"The unity of the alliance is due to the realization that we are engaged in a great cause—fighting for justice against force; right against might. If we are merely going to restore by our victory the world to what it was before the war, then I will not say this war has been fought in vain, but we shall have missed the greatest chance ever offered to a generation of men."

"We must rebuild the international system. That is why I believe this commission is the organization upon which a league of nations can ultimately be built."

"I have said that we are in partnership. It is by conforming to and extending that partnership that we, perhaps, could show the way for a future organization of nations. I believe this to be the greatest opportunity for statesmanship ever offered to mankind. It is our business not to falter."

R. B. Stevens said: "While Americans live thousands of miles away from the terrible politics of Europe, they to-day thank God they are permitted to join in this battle. They are men enough, with courage enough and resources enough to defeat the Germans. If Americans make the necessary sacrifices, we will win the war within a year."

As Mr. Stevens closed, Lord Robert again rose and said: "The inspiring speech of Mr. Stevens to which we have just listened must bring increased courage to all our hearts. We recognize the enthusiasm and devotion of the American people, and gladly welcome them to their share in the great task before us. There is upon my right a representative of the Japanese empire, which we hope is

about to open a new and glorious chapter of the struggle."

Marquis Imperial, Italian ambassador to Great Britain, said:

"In this war unity is life itself. The unity as exemplified by this commission, which has held together all the progressive nations of the world, is that unity which must in the end triumph over the formidable might of the enemy."

PARIS HELD SALON WHILE BIG GUNS BOMBARDED CITY

Opening of Exhibition of Works of Art Also Coincided With Period of Air Raids.

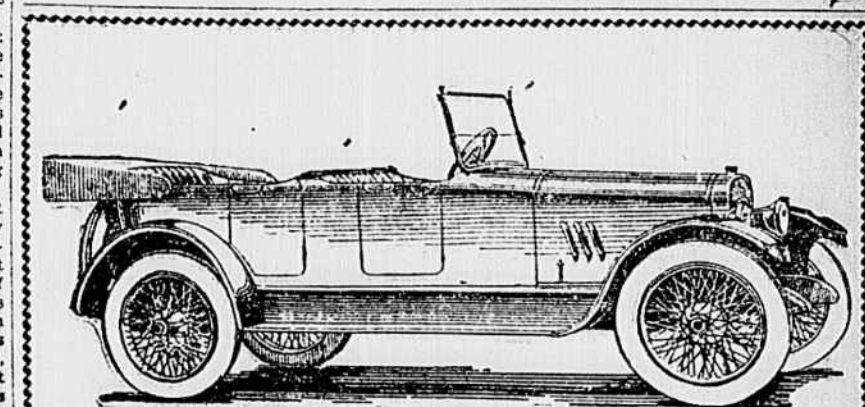
PARIS, August 17.—The first salon to be held since the war has just closed

its doors, after being open two months. The receipts from entries reached the equivalent of \$14,000 and the sum taken in from the sale of works exhibited was \$35,000. The figures are considered very satisfactory, as the opening of the exhibition coincided with the commencement of the bombardment of the capital by long-range guns and with the active period of air raids, two events which led to the departure of many people who would have visited the show.

The exhibition was held in the Petit Palais, in the Champs Elysees, the grand palace being now a hospital, and the two societies, the Artistes Francais and the Beaux Arts, generally known as the Old and New Salons, combined their forces instead of holding separate exhibitions.

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—For the first time in fifteen years I have been able to work through the summer without breaking down; also I weigh more than I have for fifteen years. I think your medicine is wonderful, as I took it only a week during May and am still gaining. All weakness has disappeared and I eat heartily. I can recommend it to anyone thus afflicted.

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